

Message Text

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AMCONSUL ZAGREB
VIRGINIA YORIO FOR J.S. WALKER, USYEC
GENERAL ELECTRIC COMPANY
570 LEXINGTON AVENUE
NEW YORK, N.Y.
TELEX: RCA 234 698

UNCLAS BELGRADE 5573

USDOC FOR CAGNES

E.O. 11652: N/A
TAGS: BAGB, BTIO, YO, IZ, US
SUBJECT: MAJOR PRODUCT OPPORTUNITY - DUJAILA AGRINDUSTRIAL COMPLEX
IN IRAQ - IRRIGATION SYSTEMS

REFS: (A) USDOC 14358 (NOTAL) (B) USDOC 13937 (NOTAL);
& BELGRADE 4679

1. YUGOSLAV CONTRACTORS STATE THAT FIRST NEED WILL CONSIST OF
"SEMI-STATIONARY" IRRIGATION EQUIPMENT WHICH WE INTERPRET TO
MEAN DRIP SYSTEM. AT LATER TIME PROJECT WILL ALSO REQUIRE
MOBILE "RAIN WINGS" WITH REACH OF 400 METERS. CONTRACTORS STILL
DETERMING EXTENT OF AREA TO BE IRRIGATED. ALL THEY SAY NOW
IS THAT SIGNIFICANT PART OF FIRST PHASE OF 20,000 HECTARES
WILL COME UNDER IRRIGATION, AS WILL VAST TRACTS IN AN ADDITIONAL
60,000 HECTARES TO BE EVENTUALLY INCORPORATED INTO PROJECT.

2. CORRECT PERSON TO CONTACT AT PKB IN BELGRADE IS
ENGINEER VLADETA CIRIC (PRONOUNCED CHEE-RICH), REPEAT CIRIC,
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DEPUTY DIRECTOR, AGRICULTURAL COMBINE BELGRADE "PKB",

11213 PAD. SKELA, BELGRADE, YUGOSLAVIA, TELEX: 11457 YU PKB;
TEL: 769-168. CIRIC IS NOW ON LEAVE. HIS ASSOCIATES HAVE
RECEIVED LITERATURE FROM RAINBOW MANUFACTURING AND REMEMBER
TELEPHONE CALL (REF A) BUT DUE TO MISPRONOUNCIATION OF
CIRIC'S NAME, DID NOT UNDERSTAND. THEY SAY THEY WILL BRING
LITERATURE TO CIRIC'S ATTENTION UPON HIS RETURN.

3. HOWEVER, WHILE PKB IS MAIN CONTRACTOR FOR DUJAILA PRO-
JECT, THE YUGOSLAV ENTERPRISE DUNAV-TISA-DINAV (DTD) IS THE
SUBCONTRACTOR PRINCIPALLY RESPONSIBLE FOR IRRIGATION. DTD
IS WEIGHING ALTERNATIVES OF PURCHASING IRRIGATION EQUIPMENT
FROM US OR WESTERN EUROPEAN SOURCES AGAINST HAVING SOME OR
ALL OF THE EQUIPMENT MADE IN YUGOSLAVIA. WHILE NOTING THAT
EQUIPMENT DECISIONS REST ULTIMATELY WITH IRAQI INVESTOR, IN
CONVERSATION AUGUST 25 DTD REP EXPRESSED KEEN INTEREST IN
RECEIVING PRODUCT INFORMATION FROM US SUPPLIERS. HE
NOTED, THOUGH WITHOUT BEING SPECIFIC, THAT DTD MAY ALSO NEED
IRRIGATION EQUIPMENT FOR ITS OWN PROJECTS IN YUGOSLAVIA.

4. ACTIONS SUGGESTED:

1. INTERESTED US FIRMS (A) SEND DETAILED PRODUCTION
INFORMATION TO ING. VAJAGIC, COUNSELOR
R & D DEPARTMENT
DUNAV-TISA-DUNAV
BULEVAR MARSALA TITA
21000 NOVI SAD
TELEX: 14383
TELEPHONE: 57 022

AND SEND COPIES OF CORRESPONDENCE TO CIRIC; (B) CONSIDER
MAKING PERSONAL VISIT TO DTD AND PKB AS FOLLOW-UP AND
(C) THOUGH WE RECOMMEND OFFERING EQUIPMENT AS DIRECT
US EXPORT, BE PREPARED TO RESPOND TO YUGOSLAV INQUIRIES
ON CO-PRODUCTION, LICENSING OR POSSIBLE JOINT VENTURE
ARRANGEMENTS.

2. USINT BAGHDAD MAY WISH TO ADVISE WHETHER FOLLOW-UP
WITH IRAQI INVESTORS WOULD BE USEFUL.

3. USDOC MAY WISH TO BRING THIS POTENTIALLY SIGNI-
FICANT TRADE OPPORTUNITY TO ATTENTION ADDITIONAL
U.S. FIRMS.
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